



U.S. Small Business  
Administration

## SUCCESS STORY

### New Hampshire DISTRICT

**Release Date: May 24, 2022**

**Release Number: NH 22-22**

**Contact:** Cheryl Croto, [Cheryl.Croto@sba.gov](mailto:Cheryl.Croto@sba.gov)

**Follow us on** [Twitter](#), [Facebook](#), [Blogs](#) & [Instagram](#)

### **SBA's 2022 New Hampshire and New England Veteran Owned Business of the Year**

#### **AJ Jarnagin ~ EXPANSIA ~ Nashua**



Adam 'AJ' Jarnagin founding partner and CEO of EXPANSIA of Nashua, a leading consulting firm focusing on advancing technology & technical services in support of our nation's defense. EXPANSIA partners with government agencies and commercial entities to transform, scale, and implement needed technical and strategy innovations that enhance and scale technology.

As a United State Air Force (USAF) service-disabled veteran, AJ has been a military and defense advocate focused on connecting the right people, technology, rapid deployment, and delivery strategies to support the acquisitions for space and cyber capabilities for our nation's defense.

In 2014, AJ and Tynel Jarnagin saw an opportunity to extend the nation's research and development and commercial investments by bridging the gaps between commercial, R&D, acquisitions, and the operational user communities throughout all the branches of the Department of Defense, Intelligence community, and federal agencies.

The staff at EXPANSIA includes technical personnel with advanced engineering degrees and subject-matter experts from the military, defense, and aerospace communities. Tynel Jarnagin, Co-Founder and COO, Dr. Rick Nelson, CFO of Brookline, NH and Steve Vorisek, CGO of Warner Robins, GA and Jerome White, VP of Space Operations are a few of the key leadership personnel responsible for much of the success of the EXPANSIA story. EXPANSIA's client base



U.S. Small Business  
Administration

# SUCCESS STORY

## New Hampshire DISTRICT

**Release Date: May 24, 2022**

**Release Number: NH 22-22**

**Contact:** Cheryl Croto, [Cheryl.Croto@sba.gov](mailto:Cheryl.Croto@sba.gov)

**Follow us on** [Twitter](#), [Facebook](#), [Blogs](#) & [Instagram](#)

includes the US Air Force, the National Space Defense Center, Space Force, and the Federal Aviation Administration (FAA).

One of their current projects is the development of a first of its kind digital marketplace system that will simplify the USAF's supply chain management by adopting additive manufacturing (AM) (3D printing) of metal parts at scale and enable the military services to reduce the time and costs of supply chain delays for many of these needed parts.

With projects similar to this one, the company has been able to grow to 85 employees and has doubled revenues from 2020 to 2022. Managing the growth of the business and having employees in 23 different states was a challenge in the early startup phase, as well as during the Covid 19 pandemic.

"The SBA provided a constant source of outreach and support along with the New Hampshire Procurement Technical Assistance Center (PTAC), SCORE, and so many other truly dedicated individuals from these organizations. They have given us the lift, knowledge transfer, and most of all the time needed to ensure we could become a sustainable small business to provide jobs for New Hampshire, New England, and beyond. We would not be here today without the support of these critically dedicated people within these organizations. We extend our sincere thanks and deep gratitude for SBA, NH PTAC, and so many others for fulfilling your purpose with grace and commitment", explained AJ Jarnagin.

The success of EXPANSIA and client delivery successes AJ has developed and implement at his firm are attributed to a team of highly skilled individuals and subject matter experts that are able to provide their government clients with exceptional and impactful solutions in support of our nation's defense.

AJ and his wife Tynel have four children and two granddaughters and currently reside in Amherst. For more information visit <https://expansiagroup.com/>.

Award winners will be honored at the 2022 National Small Business Week celebration, sponsored by the NH Office of the U.S. Small Business Administration (SBA) and the NH Banker's Association, that will be held on Thursday, May 12th from 3:30 to 6:00pm at the Manchester Country Club. [Register Here](#).

###



U.S. Small Business  
Administration

# SUCCESS STORY

## New Hampshire DISTRICT

**Release Date: May 24, 2022**

**Release Number: NH 22-22**

**Contact:** Cheryl Croto, [Cheryl.Croto@sba.gov](mailto:Cheryl.Croto@sba.gov)

Follow us on [Twitter](#), [Facebook](#), [Blogs](#) & [Instagram](#)

